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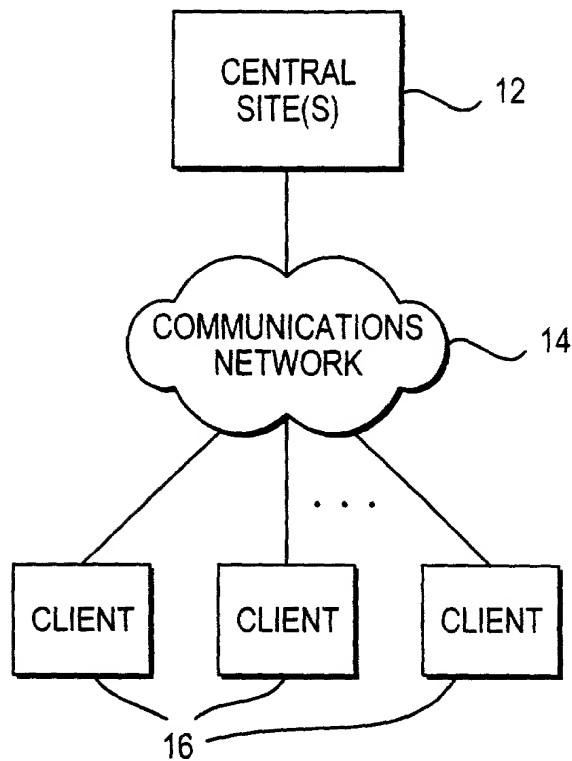


FIG. 1A

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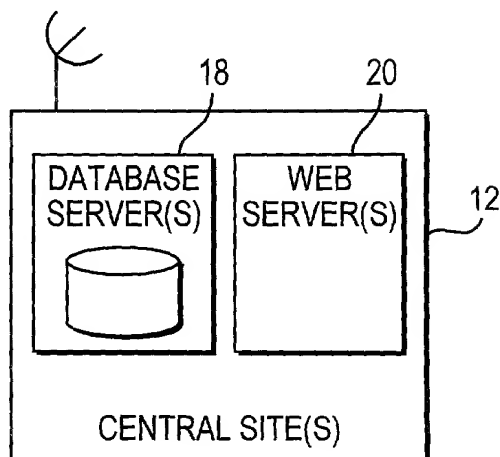


FIG. 1B

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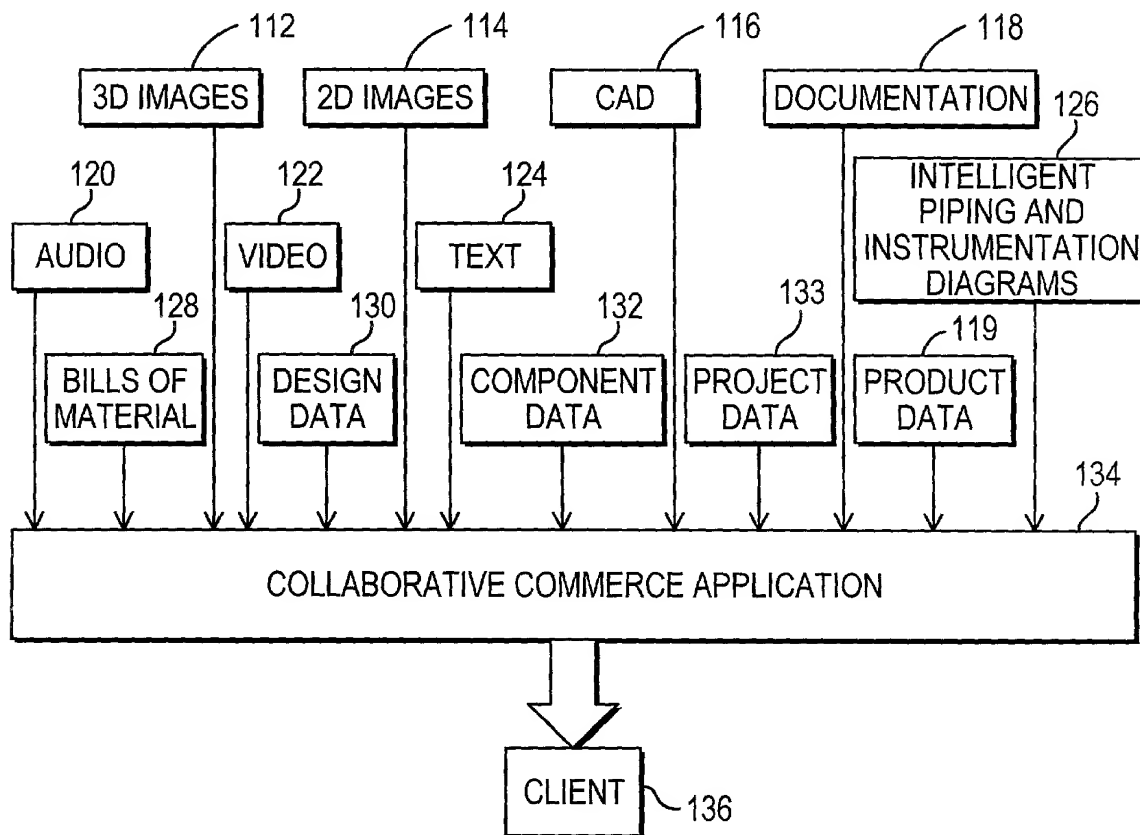


FIG. 2

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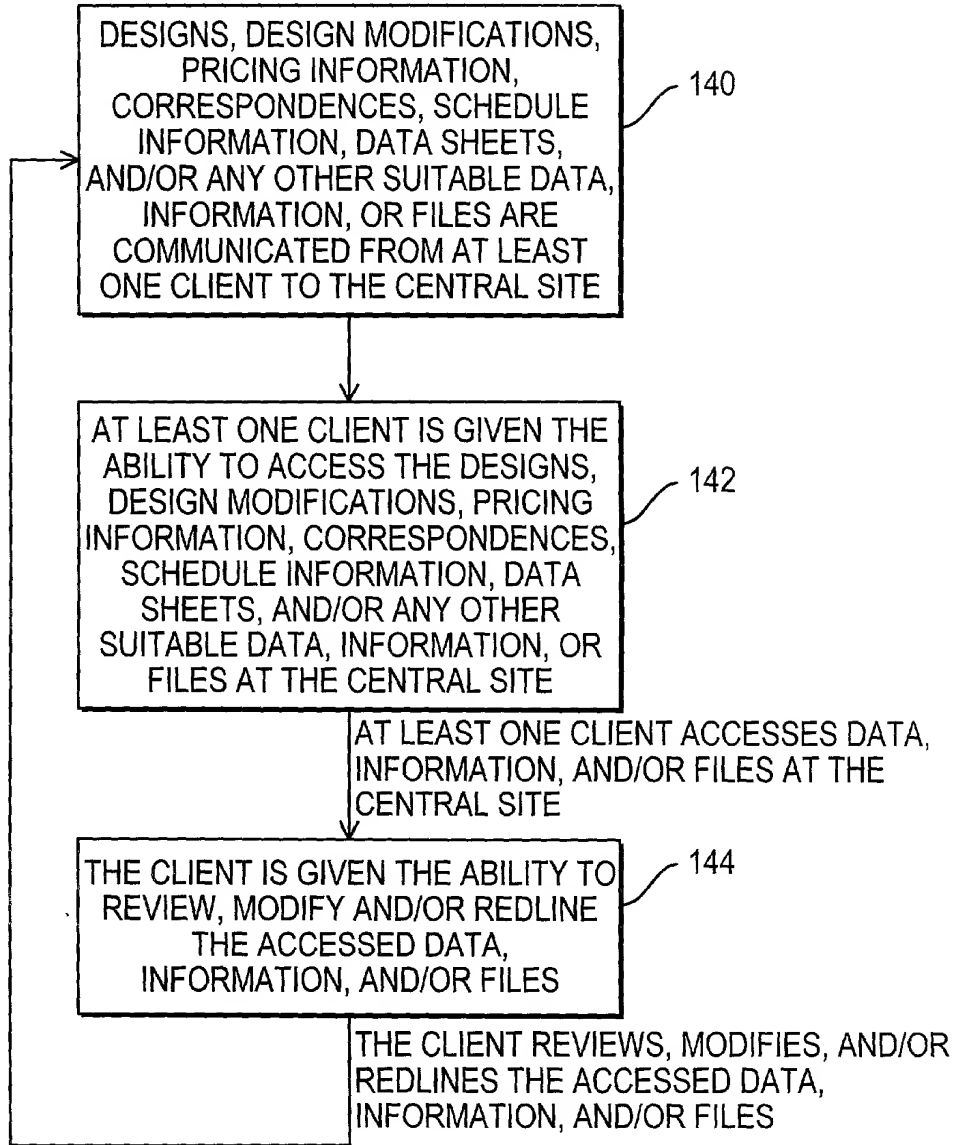


FIG. 3

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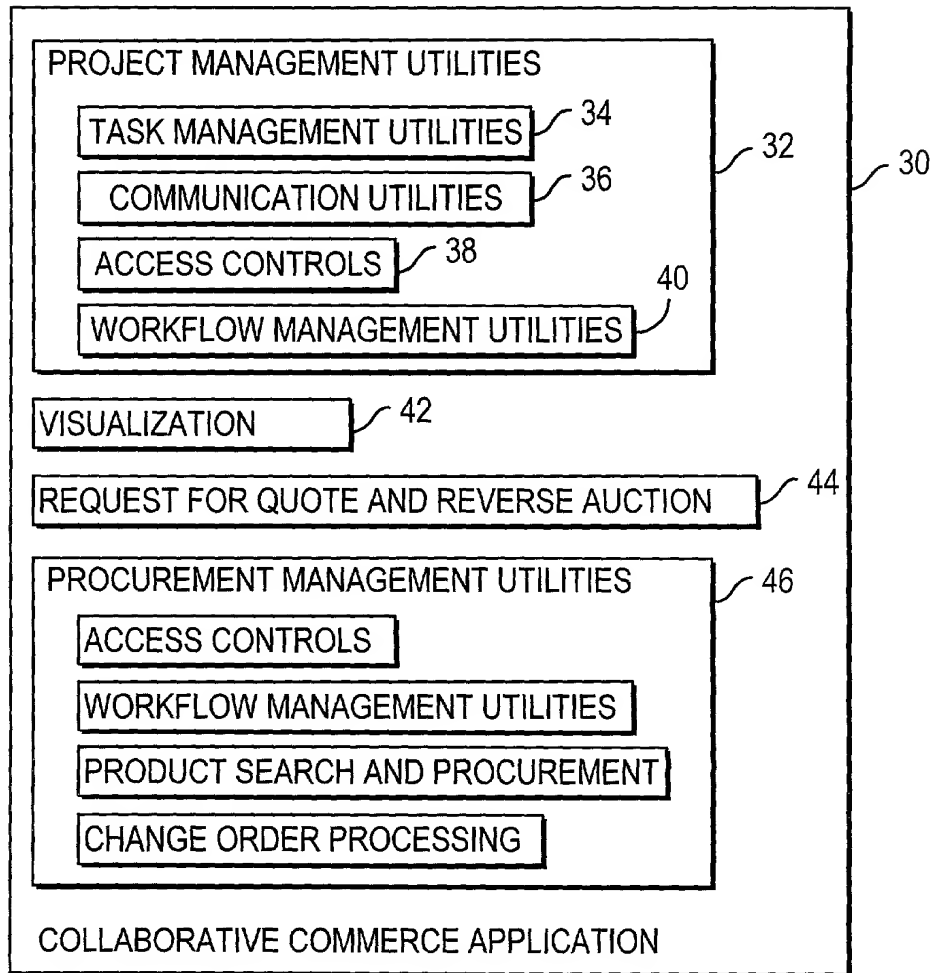


FIG. 4

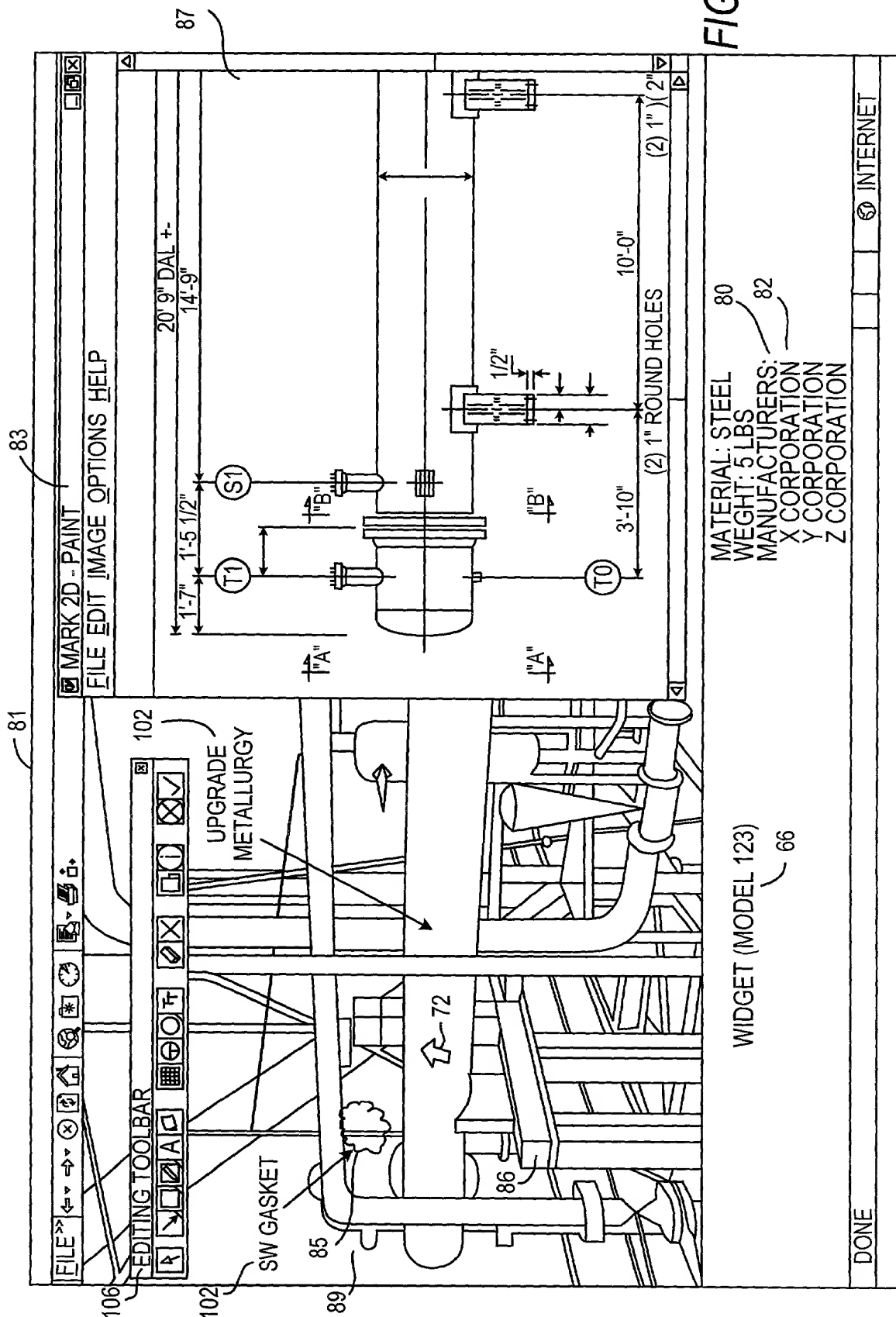


FIG. 5

FIG. 6

[illegible]

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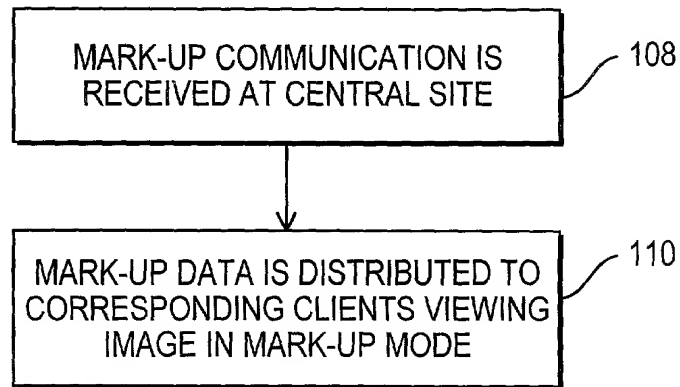


FIG. 7

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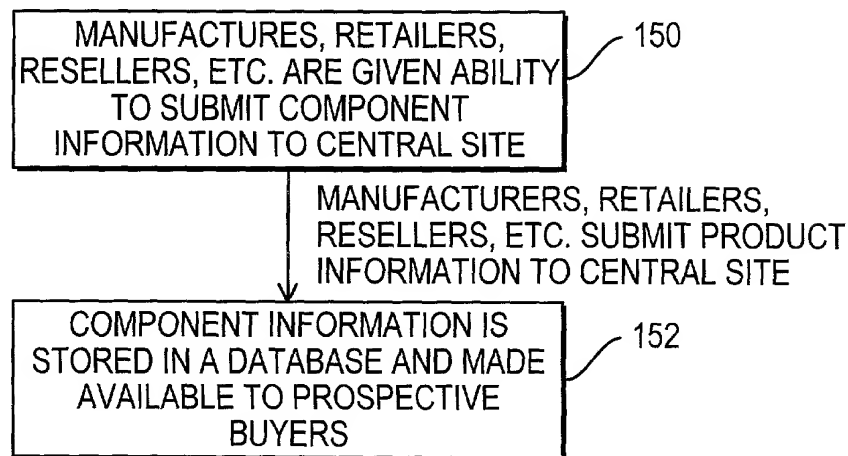


FIG. 8A

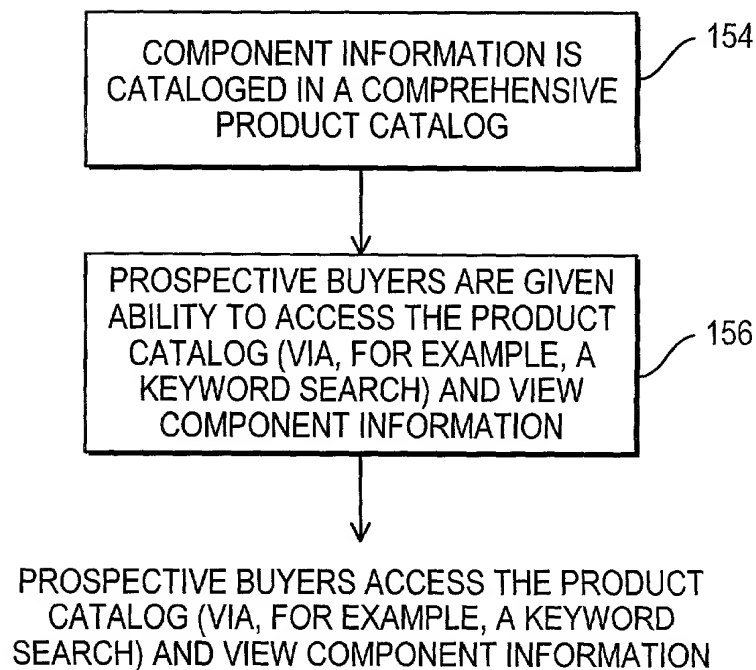


FIG. 8B

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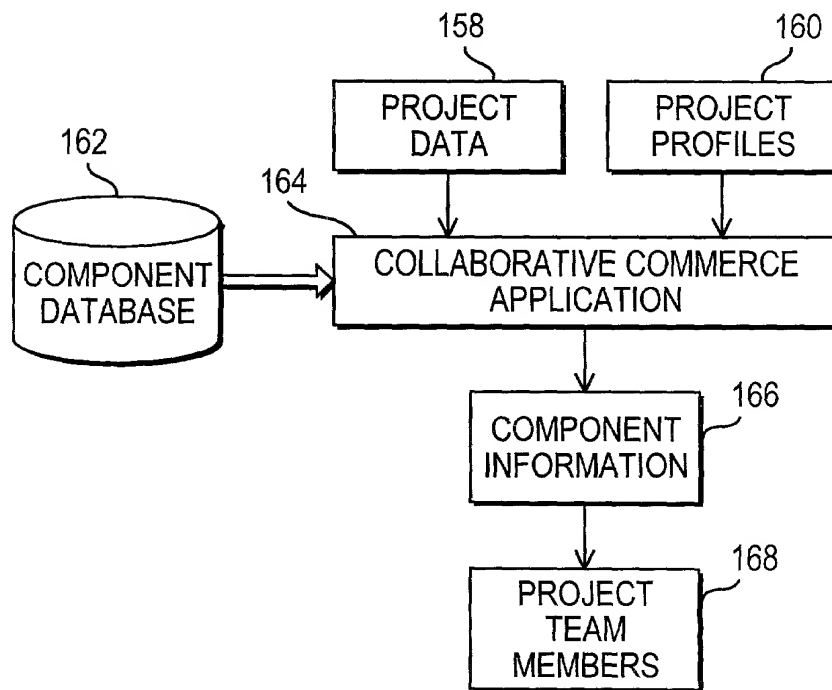


FIG. 9

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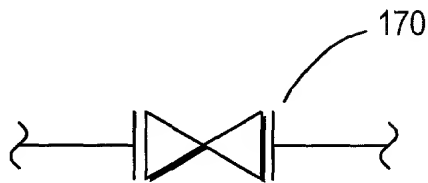
FIG. 10

FILE >>		LINK >> ADDRESS	
<h1 style="text-align: center; margin: 0;">INDUSTRIA</h1>			
◦ EDIT PROFILE ◦ CUSTOMER SERVICE ◦ HELP			
HOME RFQ CATALOG CURRENT REQUISITION ORDER STATUS FAVORITES LOG OFF			
<p>SESSION USER: TEST FOUR</p> <p>IF YOU ARE BEGINNING A NEW ORDER, USE THE SEARCH OPTIONS BELOW TO FIND PRODUCTS. IF YOU ARE RETURNING TO WORK ON AN EXISTING ORDER, BEGIN BY GOING TO THE <u>ORDER STATUS</u> SECTION.</p>			
NEED HELP?			
<p>PLEASE ENTER THE FOLLOWING INFORMATION , CLICK ON THE SEARCH</p>			
167 SITE STANDARD OR SITE PART NUMBER: g62e OR 100090	175 SUPPLIER CATALOG NUMBER: <input type="text"/>	SUPPLIER LISTING: STUART CLIRBY CO VALIN VAN LEEUWEN PIPE AND TUBE CORP. EFILTRATION	171
169 KEYWORD SEARCH: NACE AND KITZ	173 MANUFACTURER PART NUMBER: <input type="text"/> V265FI		
FOR MORE POWERFUL SEARCH OPTIONS, CLICK ON THE CATEGORY SEARCH .			
NEED HELP?			
YOU CAN ADD UP TO TEN PRODUCTS TO AN RFQ AT A TIME. CLICK ON THE RFQ BUTTON TO ADD PRODUCTS TO AN RFQ.			
RFQ			

INTERNET

INDUSTRIA

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PART: VALVE
MANUFACTURER: VOGT
MANUFACTURER PART NUMBER: 123456
SUPPLIER: MCJUNKIN
SUPPLIER PART NUMBER: ABC123
MMS PART NUMBER: A1B2C3
DUPONT PART NUMBER: UVWXYZ
TYPE: GATE
BODY: A216 WCB
RATING: 150#
SIZE: 6"
BONNET: BOLTED
END: FLANGE
SEAT: 13% CHROME
PACKING: GRAFOIL

FIG. 12A

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SEARCH TYPE

☒ QUICK ORDER (PART NUMBERS) 178

☐ KEYWORD 180

☐ CATEGORY 182

DYNAMIC PRICING 184

☐ REQUEST FOR QUOTE

☐ REVERSE AUCTION

☐ AUCTION

OTHER

☐ BUILD SPECIFICATION SHEET

ATTRIBUTES 186

<input type="checkbox"/> PART: VALVE	<input type="checkbox"/> TYPE: GATE
<input type="checkbox"/> MANUFACTURER: VOGT	<input type="checkbox"/> BODY: A216WCB
<input type="checkbox"/> MANUFACTURER PART NUMBER: 123456	<input type="checkbox"/> RATING: 150#
<input type="checkbox"/> SUPPLIER: MCJUNKIN	<input type="checkbox"/> SIZE: 6"
<input checked="" type="checkbox"/> SUPPLIER PART NUMBER: ABC123	<input type="checkbox"/> BONNET: BOLTED
<input type="checkbox"/> MMS PART NUMBER: A1B2C3	<input type="checkbox"/> END: FLANGE
<input type="checkbox"/> DUPONT PART NUMBER: UVWXYZ	<input type="checkbox"/> SEAT: 13% CHROME
	<input type="checkbox"/> PACKING: GRAFOIL

FIG. 12B

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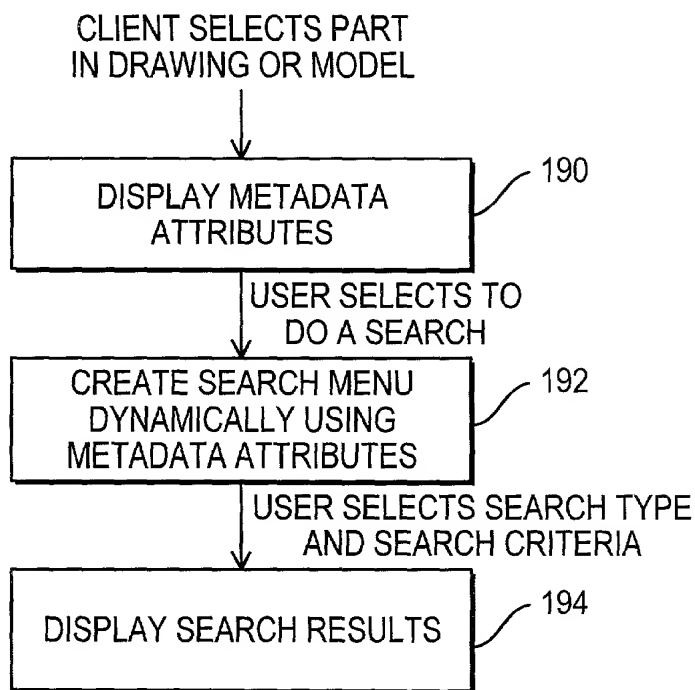


FIG. 13

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FIG. 14

FILE EDIT VIEW FAVORITES TOOLS HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY MAIL SIZE PRINT

ADDRESS LINK

INDUSTRIA

SEARCH RFQ VIEW REQUISITION CHECKOUT ORDER STATUS FAVORITES EDIT PROFILE LOG OFF

CUSTOMER SERVICE

HELP

SEARCH RESULTS: VALVES

IF YOUR SEARCH RETURNED TOO MANY PRODUCTS, TRY TO REFINE YOUR SEARCH.

TO ADD PRODUCT TO YOUR CURRENT ORDER, SIMPLY CLICK ON THE CHECK BOX NEXT TO THE ITEM, THEN CLICK ON THE ADD TO REQUISITION BUTTON.

TO ORDER MORE THAN ONE UNIT, CHANGE THE QUANTITY BEFORE CLICKING THE ADD TO REQUISITION BUTTON.

YOU CAN ALSO CLICK ON AN UNDERLINED COLUMN TITLE TO SORT YOUR SEARCH RESULTS.

DISPLAYING 1 - 4 OF 4 VALVES FOUND.

PREFERRED SUPPLIER

SUPPLIER

198

MCJUNKIN COPORATION/THE

WM. POWELL COMPANY

MCJUNKIN COPORATION/THE

WM. POWELL COMPANY

MCJUNKIN COPORATION/KITZ

CORPORATION

MCJUNKIN COPORATION/

MILWAUKEE VALVE COMPANY

PRODUCT NAME

202

204

208

210

10 POWELL 1793 125# CAST IRON BOLTED BONNET OUTSIDE

SCREW & YOKE GATE VALVE FLANGED END TRIM: BRONZE SEAT:

BRONZE PACKING: GRAFOIL HANDWHEEL

10 POWELL 1793 125# CAST IRON BOLTED BONNET OUTSIDE

SCREW & YOKE GATE VALVE FLANGE END TRIM: BRONZE

PACKING: NON-ASBESTOS HANDWHEEL

10 KITZ 72125FCL 125# CAST IRON BOLTED BONNET OUTSIDE

SCREW & YOKE GATE VALVE FLANGED END TRIM: BRONZE

HANDWHEEL

10 WAUKEE F-2885 125# CAST IRON BOLTED BONNET OUTSIDE

SCREW & YOKE GATE VALVE FLANGED END TRIM: BRONZE SEAT:

BRONZE PACKING: NON-ASBESTOS HANDWHEEL

ADD TO REQUISITION

ADD TO FAVORITES

RESET

DISPLAYING 1 - 4 OF 4 VALVES FOUND.

INTERNET

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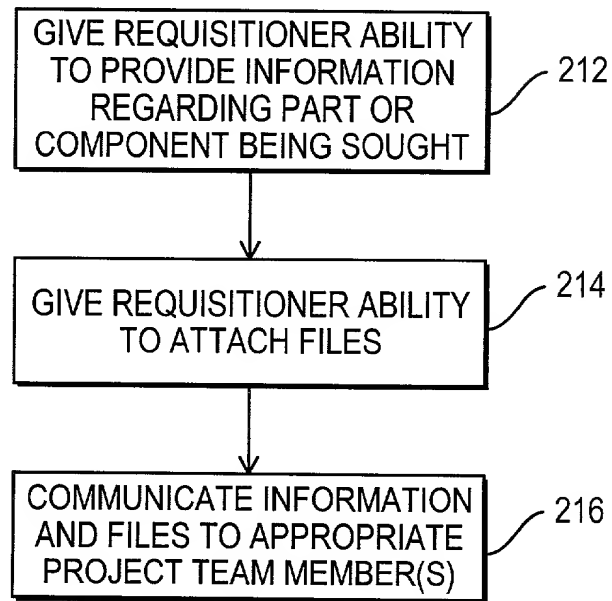


FIG. 15

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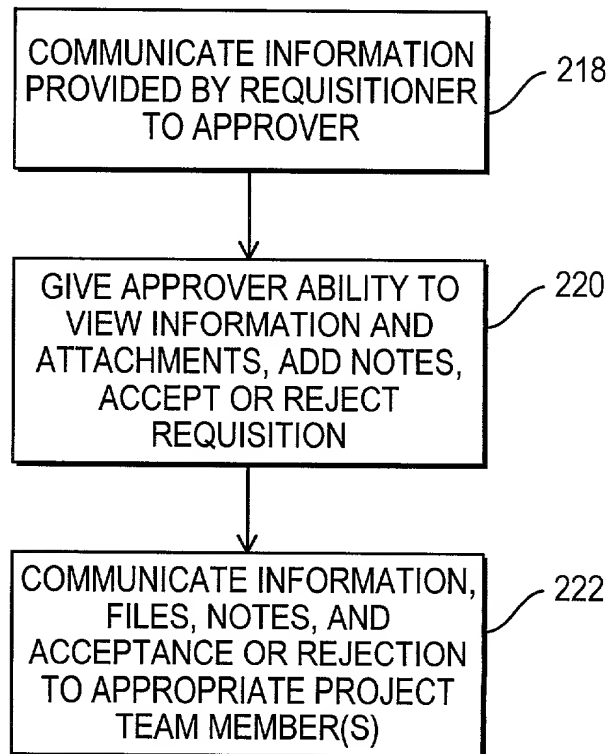


FIG. 16

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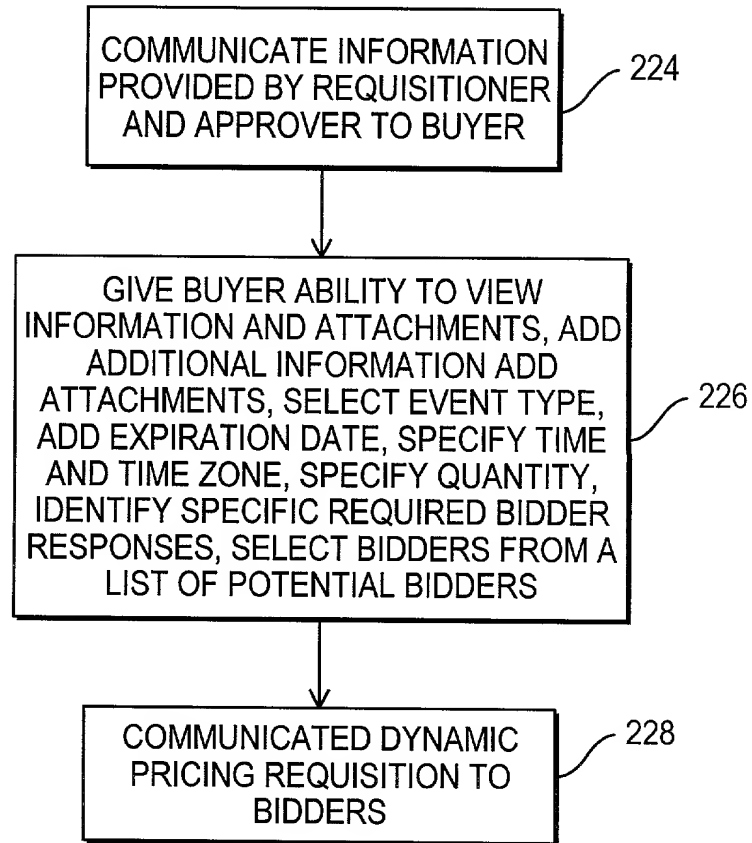


FIG. 17

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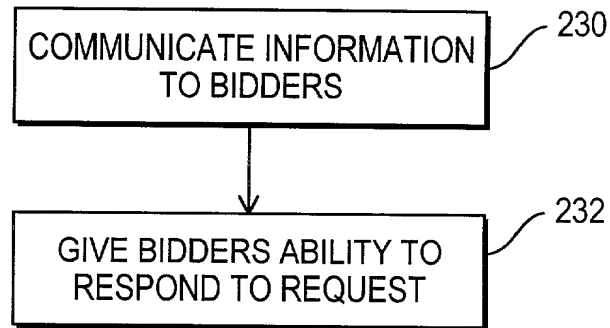


FIG. 18

FILE EDIT VIEW FAVORITES TOOLS HELP						← → ↶ ↷ ⌂ 🔍 💡						◊ ✎ ☰						• EDIT PROFILE • CUSTOMER SERVICE • HELP																							
INDUSTRIA																																									
HOME						RFQ						IP VAULT						CURRENT REQUISITION						ORDER STATUS						FAVORITES						LOG OFF					
234		BID TABULATION INDUSTRIA RFQ#XXXXX, TITLE "XXXX Xxx Xxxx", POSTED DATE 8 FEBRUARY 2001																						237																	
[OPTIMIZATION 1]		LOWEST PRICE BY DELIVERY DATE 235				[OPTIMIZATION 2]				LOWEST PRICE REGARDLESS 236				[OPTIMIZATION 3]				LOWEST PRICE WITH ALTERNATES THAT MEETS DELIVERY DATE				CUSTOMIZE																			
HEADER SUMMARY INFORMATION												A&B STAINLESS		MCJUNKIN		MCJUNKIN		WILSON		VAN LUWEEN		RECOMMEND		VAN LUWEEN		BID 2															
PROPOSAL NUMBER												BID 1		BID 1		ALT 1		BID 1		BID 1		BID 1		ALT 1																	
TECHNICALLY ACCEPTABLE (CHECK BOX IF YES)												238 <input checked="" type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>																	
CURRENCY												USD		USD		SGD		USD		USD		USD		SGD																	
PRICE												50,000		47,000		52,000		53,000		46,500		51,000																			
(PERCENT)												0.00%		1.00%		1.50%		0.00%		1.00%		1.25%																			
												50,000		16,530		51,220		53,000		46,035		50,363																			
CHARGES												250		0		0		0		0		0																			
POINT												CIRCLEVILLE, OH		CHARLESTON, WV		CHARLESTON, WV		HOUSTON, TX		CIRCLEVILLE, OH		CIRCLEVILLE, OH																			
FREIGHT CHARGES TO BUYER												1,400		1,500		1,500		1,000		1,100		1,100																			
TOTAL EVALUATED COST TO DESTINATION												51,650		48,030		52,720		54,000		47,135		51,463																			
% ABOVE LOWEST BID												10%		2%		12%		15%		9%																					
TERMS AND CONDITIONS												ACCEPTED		ACCEPTED		ACCEPTED		NOT ACCEPTED		ACCEPTED		ACCEPTED																			
PROGRESS PAYMENTS (IS YES CLICK TO VIEW)												NO		NO		NO		YES		NO		NO																			
TERMS OF PAYMENT												NET 30		NET 30		NET 30		NET 45		NET 20		NET 20																			
ESCALATION												FIXED		FIXED		FIXED		FIXED		FIXED																					
APPROVAL DRAWINGS (IN WEEKS ARO)												2 WEEKS		3 WEEKS		3 WEEKS		2 WEEKS		1.7 WEEKS		1.7 WEEKS																			

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FILE EDIT VIEW FAVORITES TOOLS HELP										LINK >>
OTHER										
APPROVALS (AUTO GENERATED FROM WORK FLOW)		ENGINEER	PROJECT MANAGER	BUYER	PROCUREMENT MGR	PROJECT MANAGER	CLIENT			
APPROVER NAME		DANIEL LIEN	BEN EAZZETTA	JOHN EICHSTAEDT	ROBERT MULLENGER	SHAWN WENTZ	DICK BROWN			
DATE APPROVED IN SYSTEM		1-FEB-01	5-FEB-01	5-FEB-01	10-FEB-01	31-JAN-01	16-FEB-01			
ITEM 1) 6" GATE VALVE, ANSI 600										
SUPPLIER		A&B STAINLESS	MCJUNKIN	MCJUNKIN	WILSON	VAN LUWEN	VAN LUWEN BID 2			
SELECT ITEM FOR CUSTOMIZATION		DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION			
QUANTITY		6	6	6	6	6	6			
PRICE		1,000	1,100	1,200	1,250	1,020	1,276			
EXTENDED PRICE		6,000	6,600	7,200	7,500	6,120	7,676			
PROMISED SHIP DATE (DATE OR WEEKS)		20-MAR-01	20-MAR-01	15-MAR-01	20-FEB-01	20-FEB-01	24-FEB-01			
LINE ITEM NOTES (IF YES CLICK TO VIEW)		YES	NO	YES	NO	NO	YES			
ITEM 2) 3" GATE VALVE, ANSI 600										
SUPPLIER		A&B STAINLESS	MCJUNKIN	MCJUNKIN	WILSON	VAN LUWEN	VAN LUWEN BID 2			
SELECT ITEM FOR CUSTOMIZATION		DESCRIPTION	NO BID	DESCRIPTION	DESCRIPTION	DESCRIPTION	DESCRIPTION			
QUANTITY		6		6	6	6	6			
PRICE		400		500	475	375	427			
PROMISED SHIP DATE (DATE OR WEEKS)		2,400		3,000	2,850	2,250	2,562			
LINE ITEM NOTES (IF YES CLICK TO VIEW)		20-MAR-01		15-MAR-01	20-FEB-01	20-FEB-01	24-FEB-01			
ALTERNATE		YES		NO	NO	NO	YES			
ALTERNATE		ALTERNATE	311		ALTERNATE					
A&B STAINLESS		A&B STAINLESS			WILSON					
SELECT ITEM FOR CUSTOMIZATION										

FIG. 19B

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FILE EDIT VIEW FAVORITES TOOLS HELP

GO LINK >>

INDUSTRIA PRODUCTS

SUPPLIER ONE

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ITEM 1

ACTIONS CANCEL

SUPPLIER SUPPLIER ONE

PRODUCT NAME TEST2

CAT # TEST#2

AMOUNT EA

CURRENCY USD

PRICE 0.00

QTY

CHARGE CODE: TEST-666

VENDER CODE: TEST-777

WORK CODE: TEST-888

NOTES TO SUPPLIER: NONE

SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE

REQUIRED DELIVERY DATE: SEP 27, 2000

SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US

CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO

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ITEM 2

ACTIONS MODIFY

SUPPLIER SUPPLIER ONE

PRODUCT NAME TEST3

CAT # TEST#3

AMOUNT EA

CURRENCY USD

PRICE 8.00

QTY 1

CHARGE CODE: TEST-789

VENDER CODE: TEST-890

WORK CODE: TEST-789

244

NOTES TO SUPPLIER: NONE

SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE

REQUIRED DELIVERY DATE: CLICK ICON TO SELECT

DATE SELECTED: SEP 27, 2001

SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US

CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO

ITEM 3

ACTIONS MODIFY

SUPPLIER SUPPLIER ONE

PRODUCT NAME TEST4

CAT # TEST#4

AMOUNT EA

CURRENCY USD

PRICE 33.00

QTY 2

CHARGE CODE: TEST-999

VENDER CODE: TEST-786

WORK CODE: TEST-456

NOTES TO SUPPLIER: NONE

SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE

REQUIRED DELIVERY DATE: CLICK ICON TO SELECT

DATE SELECTED: SEP 27, 2001

SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US

CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO

ITEM 4

ACTIONS CANCEL MODIFY

SUPPLIER SUPPLIER ONE

PRODUCT NAME TEST4

CAT # TEST#4

AMOUNT EA

CURRENCY USD

PRICE 22.00

QTY 1

CHARGE CODE: TEST-234

VENDER CODE: TEST-675

WORK CODE: TEST-889

FIG. 20A

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FILE EDIT VIEW FAVORITES TOOLS HELP

SHIP TO THE ATTENTION OF: TEST FOUR
DELIVERY POINT: NA

GO LINK

CURRENCY SELECTION USD

TRANSFER TYPE: DELIVERY DUTY PAID

SHIP TO THE ATTENTION OF: TEST FOUR
DELIVERY POINT: NA

ADD OR MODIFY BY GOING TO RFQ

NOTES TO SUPPLIER

INDUSTRIA PRODUCTS

SUPPLIER ONE

ITEM	ACTIONS	SUPPLIER	PRODUCT NAME	CAT #	AMOUNT	CURRENCY	PRICE	QTY
1	CANCEL	SUPPLIER ONE	TEST2	TEST#2	EA	USD	0.00	
CHARGE CODE: TEST-666 WORK CODE: TEST-000								
NOTES TO SUPPLIER: NONE								
SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE								
REQUIRED DELIVERY DATE: SEP 27, 2000 SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US								
CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO								
ITEM	SUPPLIER	PRODUCT NAME	CAT #	AMOUNT	CURRENCY	PRICE	QTY	
2	SUPPLIER ONE	TEST2	TEST#3	EA	USD	8.00	1	
CHARGE CODE: TEST 789 WORK CODE: TEST 789								
NOTES TO SUPPLIER: NONE								
SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE								
REQUIRED DELIVERY DATE: SEP 27, 2000 SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US								
CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO								
ITEM	SUPPLIER	PRODUCT NAME	CAT #	AMOUNT	CURRENCY	PRICE	QTY	
3	SUPPLIER ONE	TEST4	TEST#4	EA	USD	33.00	2	
CHARGE CODE: TEST 999 WORK CODE: TEST 456								
NOTES TO SUPPLIER: NONE								
SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE								
REQUIRED DELIVERY DATE: SEP 27, 2000 SHIPPING ADDRESS: 100 SHIPPING ST, MOUNTAIN VIEW, CA 94043, US								
CARRIER: UPS PSM CRITICAL: NO CRITICAL SERVICE: NO								
ITEM	SUPPLIER	PRODUCT NAME	CAT #	AMOUNT	CURRENCY	PRICE	QTY	
4	SUPPLIER ONE	TEST5	TEST#5	EA	USD	22.00	1	
CHARGE CODE: TEST 999 WORK CODE: TEST 456								
NOTES TO SUPPLIER: NONE								
SHIPPING ADDRESS SPECIAL INSTRUCTIONS: NONE								

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FIG.21

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FILE EDIT VIEW FAVORITES TOOLS HELP

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← → ↻ 🔍 🏠 📌 📄

INDUSTRIA

HOME

RFQ

IP VAULT

CURRENT REQUISITION

ORDER STATUS

FAVORITES

LOG OFF

ORDER STATUS

FROM HERE YOU CAN CREATE A NEW REQUISITION, VIEW AN UNSUBMITTED REQUISITION, REVIEW THE STATUS OF AN EXISTING ORDER, OR DUPLICATE PREVIOUS ORDERS.
CREATE A NEW REQUISITION...
(REMEMBER, A REQUISITION IS AUTOMATICALLY CREATED WHEN YOU SELECT A PRODUCT FROM **PRODUCT SEARCH**. ONLY CREATE A REQUISITION HERE IF YOU ARE WORKING WITH MULTIPLE REQUISITIONS.)
QUICK JUMP TO ANOTHER REQUISITION STATUS - REQUISITIONS TO APPROVE UNSUBMITTED REQUISITIONS REQUISITIONS REQUIRING APPROVAL PARTIALLY SHIPPED ORDERS SHIPPING ORDERS DENIED REQUISITIONS EXECUTED ORDERS

ORDERS BEING PROCESSED

THESE ORDERS HAVE BEEN RECEIVED BY THE SUPPLIER AND WILL BE SHIPPED AS SOON AS POSSIBLE.

251	ORDER	REV	252	ORDER TITLE	254	DATE SUBMITTED	SUBTOTAL	256	SELECT ACTION	EXP.NOTES
<input type="checkbox"/>	10529898	0		REQUISITION 10529898	09/20/2000		6.90	<div>CHANGE</div>	<div>APPLY</div>	N
<input type="checkbox"/>	10529897	1		REQUISITION 10529897	10/18/2000		525.49	<div>CHANGE</div>	<div>APPLY</div>	N
<input type="checkbox"/>	10529368	2		REQUISITION 10529368	09/20/2000		3.00	<div>CHANGE</div>	<div>APPLY</div>	Y
<input type="checkbox"/>	10528747	3		REQUISITION 10528747	09/19/2000		3.00	<div>CHANGE</div>	<div>APPLY</div>	N
<input type="checkbox"/>	10528342	4		REQUISITION 10528342	09/19/2000		276.00	<div>CHANGE</div>	<div>APPLY</div>	Y
<input type="checkbox"/>	10527472	5		REQUISITION 10527472	09/18/2000		649.49	<div>CHANGE</div>	<div>APPLY</div>	N
<input type="checkbox"/>	10527458	0		REQUISITION 10527458	09/16/2000		3.00	<div>CHANGE</div>	<div>APPLY</div>	N
<input type="checkbox"/>	10527449	1		MULTIPLE SUPPLIERS - MULTIPLE ITEMS	09/16/2000		649.49	<div>CHANGE</div>	<div>APPLY</div>	Y

CHANGE

APPLY

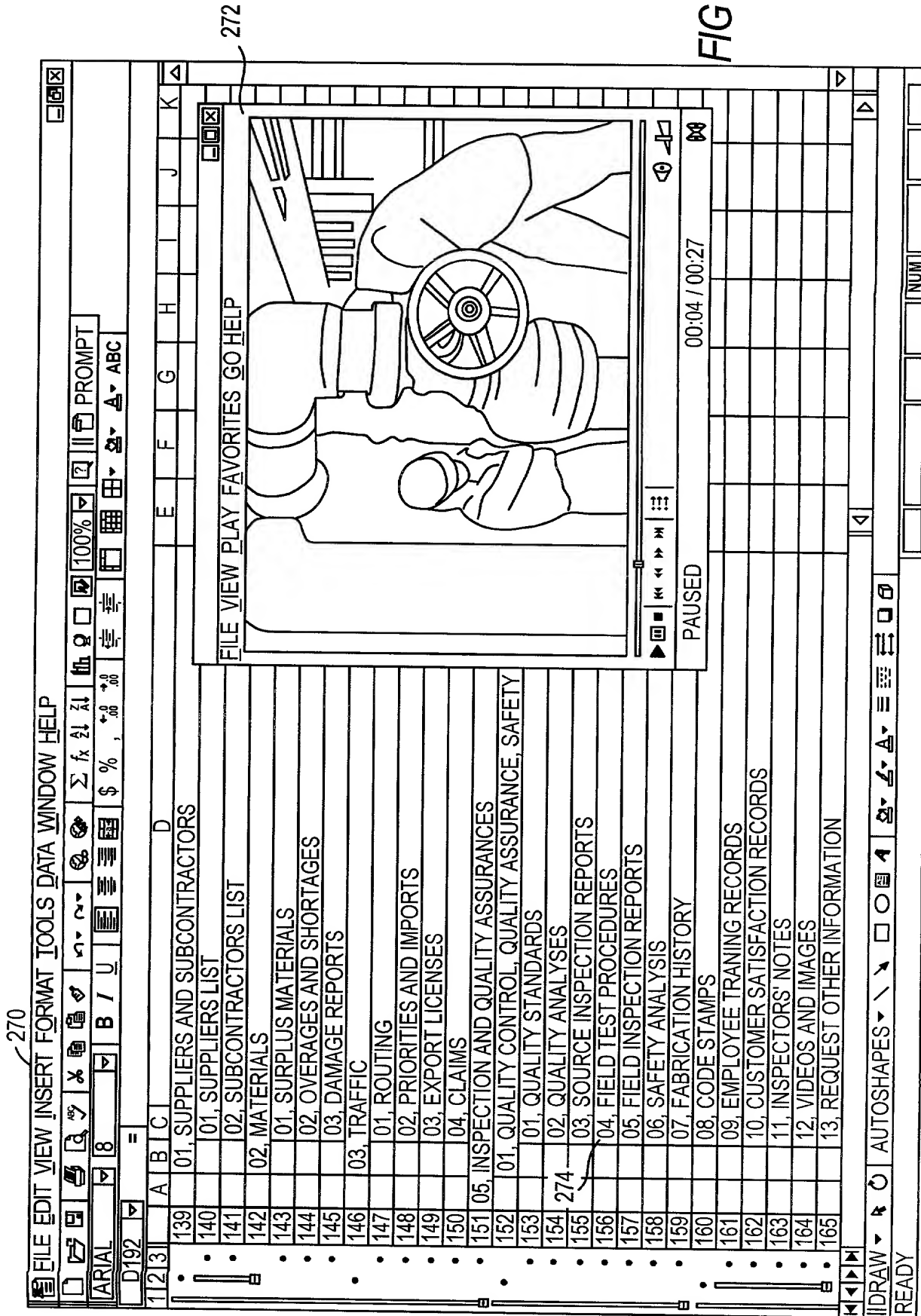
TO APPLY AN ACTION TO MULTIPLE REQUISITIONS CHECK THE BOXES ON THE LEFT, SELECT AN ACTION FROM MENU AND CLICK APPLY.

[TOP]

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FIG. 22



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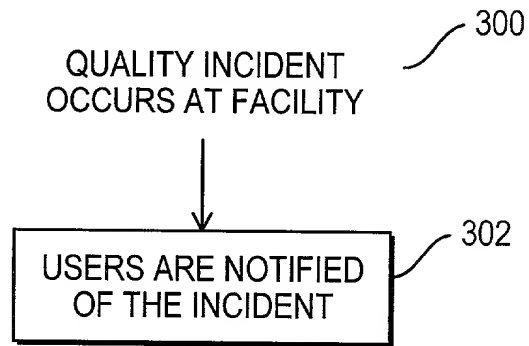


FIG. 23

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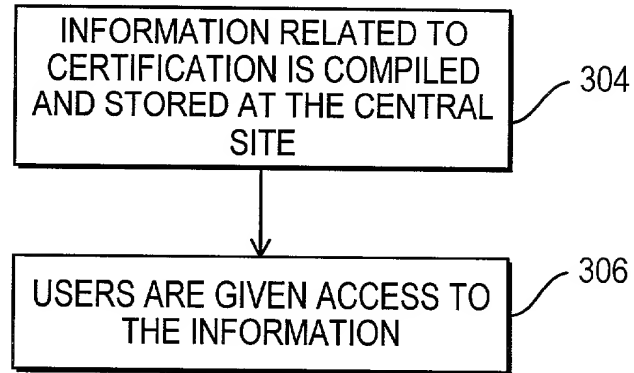


FIG. 24